



## ICU Technologies Inc. Corporate Information

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- EIN # 27-3118908
- CA State Contractor License # 959749 issued 4/11/2011 - 4/30/2021 (C-7 prime)
- DIR # 1000064885
- Certified Small Business # 1492720
- Main Phone- (530) 488-7200 Support- (530) 488-7201
- Main email- [sales@icu-techinc.com](mailto:sales@icu-techinc.com)
- GSA MAS Contract # 47QSWA18D003K (4/13/2018 through 4/12/2023)
- CMAS Contract # 3-18-84-0054D (5/9/2018 through 4/12/2023)

1382 Blue Oaks Blvd, Suite 110, Roseville CA 95678  
(530) 488-7200 main (530) 488-7201 support  
[www.icu-techinc.com](http://www.icu-techinc.com)



## **Security Systems Design & Integration | Technology | Consulting | Master Planning**

ICU Technologies, Inc. (ICU) provides strategic Public Safety & Security solutions for State, Local, Education and Federal Government organizations. Our unique approach enables us to be a true value add partner to our clients by developing and implementing beneficial solutions that address the holistic needs of the organization, educating our clients on the best approaches in addressing their Public Safety & Security needs, and simplifying the procurement process. Our processes produce positive Measurable Business Outcomes for the clients that we work with.

As a Disabled Veteran Owned Small Business, ICU is committed to excellence and creating innovative, flexible, and scalable solutions for our State, Local, Education and Federal clients.

### **What differentiates ICU from our competition?**

- **Our People** – Our team is comprised of experienced and knowledgeable professionals committed to the success of our clients' missions. Most of our team members have 20+ years designing and integrating safety and security systems within the Government market space. We have designed, integrated and managed many large and complex solutions. From our experiences, we have documented and learned from lessons both good and have become experts in guiding our clients to avoid certain pitfalls relating to sourcing and deploying Public Safety and Security solutions.
- **Performance-Based Processes** – ICU has invested heavily into processes that quickly gain full stakeholder consensus on solutions and approach, streamline the procurement process for our clients', and effectively deliver projects on time and on budget without sacrificing quality.
- **Trusted Partner** – Our business is to guide our clients in acquiring a solution that marks all their check boxes and mitigates all their safety and security concerns. We will never implement a solution that is not the perfect fit for specific needs. Where most providers in our service offering are looking to make a sale and move on to the next, ICU stands with our clients from inception to completion and beyond.
- **Focused Technologies** – We are experts on a suite of handpicked, best in breed technology solutions that complement each other to address holistic Public Safety & Security needs, leaving zero gaps, and delivering measurable results.
- **Passion** – ICU and its employees are passionate and take pride in making our communities Safe & Secure
- **Contract Vehicles** - ICU holds Government Services Administration (GSA) (Contract # 47QSWA18D003K) and California Multiple Award Schedule (CMAS) (Contract # 3-18-84-0054D) to save our State, Local, Education and Federal Government clients time and money in purchasing Public Safety and Security Systems. Projects can be sole sourced using these contract vehicles, eliminating the costly and time and resource consuming Request for Proposal (RFP) process.

ICU Technologies Inc.  
13620 Lincoln Way Suite 230  
Auburn, CA 95603  
[www.icu-techinc.com](http://www.icu-techinc.com)



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## GENERAL SERVICES ADMINISTRATION FEDERAL SUPPLY SERVICE AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICELIST

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The INTERNET address for GSA Advantage! is: GSAAdvantage.gov.

For more information on ordering from Federal Supply Schedules click on the GSA Schedules link [www.gsa.gov](http://www.gsa.gov).

### MULTIPLE AWARD SCHEDULE (MAS)

#### LARGE CATEGORY – SECURITY AND PROTECTION

Subcategory: Protective Equipment

SIN 334220 Surveillance Systems, Wearable Body Cameras, and Vehicular Video

Subcategory: Security Systems

SIN 334290 Security and Detection Systems

SIN 334290L Physical Access Control Systems (PACS) - Legacy

#### LARGE CATEGORY – MISCELLANOUS

Subcategory: Complimentary Special Item Numbers (SINs)

SIN ANCILLARY Ancillary Supplies and Services

SIN OLM Order-Level Materials

**CONTRACT NUMBER:** 47QSWA18D003K

**CONTRACT PERIOD:** April 13, 2018 – April 12, 2023

**CONTRACTOR:**  
ICU Technologies, Inc.  
13620 Lincoln Way #230  
Auburn, CA 95603

Phone Number: 559-761-1262  
Fax Number: 559-892-1142  
E-mail: [gsasales@icu-techinc.com](mailto:gsasales@icu-techinc.com)  
Website: [www.icu-techinc.com](http://www.icu-techinc.com)

**CONTRACT ADMIN:** Matthew Rieder  
[mrieder@icu-techinc.com](mailto:mrieder@icu-techinc.com)

**BUSINESS SIZE:** Veteran Owned- Small Business (VOSB)



# CUSTOMER INFORMATION (Ordering Guidance)

## 1a. Special Item Numbers:

SIN 334220 Surveillance Systems, Wearable Body Cameras, and Vehicular Video

SIN 334290 Security and Detection Systems

SIN 334290L Physical Access Control Systems (PACS) - Legacy

SIN ANCILLARY Ancillary Supplies and Services

SIN OLM Order-Level Materials

1b. Lowest Priced Item/SIN: SIN 334290L, AC-HID-CORP1K-MC-1000, Price: \$.28  
SIN 334220, APD-MT-WALL1, Price: \$6.61

1c. Hourly Rates (Services): SIN 334290, ANCILLARY, Security Technician I \$116.57/hr

2. Maximum Order: SIN 334290L - \$250,000; SIN 334220 - \$250,000; SIN 334290 - \$250,000; SIN ANCILLARY - \$250,000; SIN OLM - \$250,000

\*Ordering activities may request a price reduction at any time before placing an order, establishing a BPA, or in conjunction with the annual BPA review. However, the ordering activity shall seek a price reduction when the order or BPA exceeds the simplified acquisition threshold. Schedule contractors are not required to pass on to all schedule users a price reduction extended only to an individual ordering activity for a specific order or BPA.

3. Minimum Order: \$100.00

4. Geographic Coverage: Domestic, 50 states, Washington, DC, Puerto Rico, and US Territories

5. Points of Production: USA

6. Statement on Net Price: Prices shown in pricelist are net (negotiated discount has been applied and the IFF has been added).

7. Quantity Discounts: 1%, 250k; 2%, 500k (Avigilon Items Only)

8. Prompt Payment Terms: Net 30 days, 0 %. *Information for Ordering Offices:* Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.

9a. Government purchase cards at/below micro-purchase threshold: Accepted at or below the micro-purchase threshold

<b>9b.</b>	<b>Government purchase cards above micro-purchase threshold:</b>	Please contact contractor.
<b>10.</b>	<b>Foreign Items:</b>	None
<b>11a.</b>	<b>Time of Delivery:</b>	30 days ARO
<b>11b.</b>	<b>Expedited Delivery:</b>	Consult with Contractor.
<b>11c.</b>	<b>Overnight and Two-day Delivery:</b>	Consult with Contractor for rates.
<b>11d.</b>	<b>Urgent Requirements:</b>	Consult with Contractor.
<b>12.</b>	<b>F.O.B Points:</b>	FOB Origin
<b>13a.</b>	<b>Ordering Address:</b>	Same as Contractor's Address
<b>13b.</b>	<b>Ordering procedures:</b>	For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in FAR 8.405-3
<b>14.</b>	<b>Payment Address:</b>	13620 Lincoln Way #230 Auburn, CA 95603
<b>15.</b>	<b>Warranty Provision:</b>	Standard Commercial Warranty. Customer should contract contractor for copy of warranty or generally N/A for services
<b>15a.</b>	<b>Return/Restocking Policy:</b>	None
<b>16.</b>	<b>Export Packing Charges:</b>	N/A
<b>17.</b>	<b>Terms and conditions of commercial credit card acceptance:</b>	Contract Contractor for credit card limit <b>Government</b> acceptance over micro purchase threshold.
<b>18.</b>	<b>Terms and conditions of Government rental, maintenance, and repair:</b>	N/A
<b>19.</b>	<b>Terms and conditions of Installation</b>	N/A
<b>20.</b>	<b>Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices</b>	N/A
<b>20a.</b>	<b>Terms and conditions for any other services</b>	N/A

- |      |  |                                     |
|------|--|-------------------------------------|
| 21.  | <b>List of service and distribution points</b> | N/A                                 |
| 22.  | <b>List of participating dealers:</b>          | N/A                                 |
| 23.  | <b>Preventive Maintenance:</b>                 | N/A                                 |
| 24a. | <b>Environmental Attributes:</b>               | N/A                                 |
| 24b. | <b>Section 508 Compliance:</b>                 | N/A                                 |
| 25.  | <b>DUNS Number:</b>                            | 016665843                           |
| 26.  | <b>CCR (SAM) Registration:</b>                 | SAM Registration valid and current. |

## Services Pricing

SIN (s)	Labor Categories	Minimum Education/Certification Level	Minimum Years of Experience	Functional Responsibility	GSA Price (w/IFF) Hourly Rate
ANCILLARY 334290	Security Technician I	Bachelors	3 years	Installation and service of access control and video surveillance field devices/systems.	\$116.57
ANCILLARY 334290	Security Technician II	Bachelors	4 years	Installation and service of access control and video surveillance field devices/systems with expertise in remote surveillance integration.	\$125.54
ANCILLARY 334290	Project Manager	Bachelors	6 years	Manage and set schedule, coordinate with others, communicate system status.	\$147.96
ANCILLARY 334290	Senior Engineer	Bachelors	8 years	Design and system integration, software set up, oversight of installation by technicians.	\$156.93

## Products Pricing

See GSA Advantage



**Approved Government Contract Vehicles  
For Law Enforcement, K-12 and Local Government**



## Approved Contract Vehicles



**GSA MAS**- No \$ cap for parts, install and service level agreement. All product and labor is pre-negotiated. Contractor is pre-vetted. Pre-negotiated pre-determined bulk discounts. Cooperative Purchasing Agreement for 2. Total Solutions are only available through a **GSA Schedule 84** for Security as well as Schedule 70 for IT.

**CMAS**- Base GSA Contract required, limits all installation/labor to 50% of total value of contract. \$25K max limit on project total misc., conduit, cable etc...

**CUPCAA**- \$200,000 limit, pricing not pre-negotiated

**CU**  
TECHNOLOGIES

SECURITY SOLUTIONS

# GSA/CMAS Contract Vehicles



Contract#GSAWATE  
Contract#GSAWATE

FEDERAL SERVICES ADMINISTRATION  
RAL SUPPLY SERVICE

AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICELIST

From DOD contract ordering information, terms, and conditions, GSA contract pricing, and the option to create an electronic order and receive through eSource, a central master database system. The DODM™ GSA Advantage! is GSA's advantage.

Information on GSA's federal supply schedules click on the GSA Schedules link [www.gsa.gov](http://www.gsa.gov)

## MULTIPLE AWARD SCHEDULE (MAS)

CATEGORY – SECURITY AND PROTECTION

Category: Protective Equipment

220 Surveillance Systems, Wearable Body Cameras, and Vehicular Video

2911 Security Systems

2901 Security and Detection Systems

CATEGORY – MISCELLANEOUS

Category: Complimentary Special Item Numbers (SINs)

SILLARY Ancillary Supplies and Services

A Order\*-Level Materials

ACT NUMBER: 47QSMA18D003K

ACT PERIOD: April 13, 2018 – April 12, 2023

ACTOR:

ICU Technologies, Inc.  
13620 Lincoln Way #230  
Auburn, CA 95603

Phone Number:

559-761-1222  
559-892-1142  
E-mail:  
[esales@icu-tecinc.com](mailto:esales@icu-tecinc.com)  
Website:  
[www.icu-tecinc.com](http://www.icu-tecinc.com)

ACT ADMIN:

Matthew Rieder  
[mrieder@icu-tecinc.com](mailto:mrieder@icu-tecinc.com)

SS SIZE: Veteran Owned - Small Business (VOSB)



**DGS** CALIFORNIA DEPARTMENT OF GENERAL SERVICES

State of California  
MULTIPLE AWARD SCHEDULE  
ICU Technologies, Inc.

State of California

## MULTIPLE AWARD SCHEDULE ICU Technologies, Inc.

CMAS NUMBER: 3-18-84-0054D  
SUPPLEMENT NO.: N/A

CMAS TERM DATES: 5/9/2018 through 4/12/2023

CMAS CATEGORY: Information Technology Goods & Services

APPLICABLE TERMS & CONDITIONS: March 15, 2018

MAXIMUM ORDER LIMIT: State Agencies: See Purchasing Authority Dollar Threshold provisions  
Local Government Agencies: Unlimi

FOR USE BY:

State & Local Government Agencies  
BASE GSA SCHEDULE NO.: 47QSMA18D003K  
BASE SCHEDULE HOLDER: ICU Technologies, Inc.

This CMAS provides for the purchase, warranty and installation of access control systems and accessories. (See page 2 for the specific brands, labor categories, and restrictions applicable to this CMAS.)



# CMAS Overview and Guide



Contract  
47QSSWATE

≡ DGS Procurement Division

The screenshot shows a blue-themed website for the DGS Procurement Division. The top navigation bar includes links for DGS HOME, HOME, SERVICES, FORMS, RESOURCES, NEWS, and CONTACT. Below the navigation is a search bar with placeholder text "For example, how to get to the state?" and a "SEARCH" button. The main content area contains several sections with headings like "Procurement Division", "Procurement", "Procurement", and "Procurement".

# California Multiple Award Schedules (CMAS) Overview and Guide

CMAS Overview and Requirements

## CONTACT

CMAS Unit  
Department of General Services  
Procurement Division  
707 Third Street, Second Floor, MS 202  
West Sacramento, CA 95605-2811

## The Basis for CMAS Agreements

The State of California establishes multiple award agreements in accordance with Public Contract Code Sections 10290 et seq. and 12101.5 (effective January 1994). A multiple award is an award to two or more contractors for the same products and/or services at the same or similar prices.

Multiple award does not pertain to the number of buyers who would be ordering from the agreement, but rather the number of contractors receiving an award from a common bid process.

CMAS agreements are not established through a competitive bid process conducted by the State of California. Because of this, all pricing, products and/or services offered must have been previously bid and awarded on a Federal GSA schedule. The supplier completes a CMAS Application offering products and/or services at prices based on an existing Federal GSA multiple award schedule. This schedule is referred to as the "base" contract. Upon review and acceptance of the application, the



# GSA Cooperative Purchasing

5. General Services Administration

Deb Diem Lookup

Search GSA Procurement



Selling ↗  
Real Estate ↗  
Policy & Regulations ↗  
Small Business ↗  
Travel ↗  
Shared Services ↗  
Technology ↗  
About Us ↗

Purchasing & Selling / Purchasing Programs / GSA Schedules / Schedule Buyers / State and Local Governments / Cooperative Purchasing

## Cooperative Purchasing

Buyers

The Cooperative Purchasing Program allows state, local, and tribal governments to purchase IT, security, and law enforcement products and services offered through specific Schedule contracts. Cooperative Purchasing allows eligible entities to purchase from approved industry partners, at any time, for any reason, using any funds available.

Card Holders

Legal Officers

### Eligibility

Local Governments

40 U.S.C § 502(c) offers the following definition of state or local government:

"The term, 'State or local government' includes any State, local, regional, or tribal government, or any instrumentality thereof (including any local educational agency or institution of higher education)."

Educational Institutions include:

- Local elementary, middle, and high schools operated by public school boards;
- Public colleges, community colleges, technical colleges; and
- Public universities that provide at least a two-year program that offers a degree or offers credit toward such a degree.



GSA Contract 47DSWVA



# Federal Statute 40 U.S.C § 502 (c)



AL SERVICES ADMINISTRATION  
gton, DC 20417

ADM  
February :

## GSA ORDER

### T: Eligibility to Use GSA Sources of Supply and Services

pose. This Order provides definitions and listings of agencies and organizations authorized to use GSA sources and services. It also provides definitive guidelines concerning eligibility requirements.

(6) Use of Certain Federal supply schedules by state and local Governments. State and local government access to GSA sources of supply, as detailed below. State or local government, defined at 40 U.S.C. § 502(c); any state, local, regional, or tribal government, or any instrumentality thereof (including any local educational institution of higher education). In any case of the use by a state or local government of a Federal supply, participation by a firm that sells to the Federal Government through its Federal supply schedule contract by with respect to a sale to the state or local government under that contract.

(a) Cooperative Purchasing. Pursuant to 40 U.S.C.502(c), the Administrator may provide for the use of local governments of Schedule 70 and Schedule 84 for supplies and services available under those Federal es.



# GSA Contract Awards-Sample PO's



**City of Elk Grove**

8401 Laguna Palms Way

Elk Grove, California 95758

To: **ICT TECHNOLOGIES INC.**  
9303 R AIRPORT DR  
VISALIA, CA 93297

REQUISITION NO. 00330951

CUST/QUOTE # 1G-B1B-A

OUR PURCHASE ORDER NUMBER MUST

APPEAR IN ALL INVOICES.

LIST AND CORRESPONDENCE.

PHONE:

REORDER TO: [REDACTED]

SEND INVOICE TO: [REDACTED]

CITY OF ELK GROVE  
8401 LAGUNA PALMS WAY  
ELK GROVE, CA 95758

ITEM	DESCRIPTION	QTY	UNIT	UNIT PRICE	EXTENSION
001	AVIGATION DOME CAMERAS 4X3 MP, NDR, LIGHTCATCHER, 2.8MM, CAMERA ONLY ITEM #12C-H4A-M-4MP-360	1	EA	[REDACTED]	[REDACTED]
002	OUTDOOR PENDANT MOUNT ADAPTERS ITEM #H4AMH-RD-PEND.	3	EA	[REDACTED]	[REDACTED]
003	MOUNT PENDANT SPT ADAPTERS IR PZT ITEM #H4FHZ-MNT-NPTA1	3	EA	[REDACTED]	[REDACTED]
004	DOME BUBBLES AND COVERS FOR OUTDOOR SURFACE MOUNT OR PENDANT MCNT, CLEAR ITEM #SEARCH-DO-COVER	3	EA	[REDACTED]	[REDACTED]
005	SHIPPING	1	EA	[REDACTED]	[REDACTED]
	TAX \$				340.39

FOR POLICE  
932 SCHEDULE 84 CONTRACT# 47CENW15003K



**GSA**  
Contract 47CENW15003K



# GSA Contract Awards-Sample PO's



## Purchase Order

Fiscal Year 2019

Page: 1 of: 1

THIS NUMBER MUST APPEAR ON ALL  
INVOICES, PACKAGES AND SHIPPING PAPERS.

Purchase Order # **30190456**

Delivery must be made within doors of  
specified destination.

V MATTHEW JAMES RIEDER  
E ICU TECHNOLOGIES INC.  
N 9303 W. AIRPORT DR.  
D VISALIA, CA 93277  
R

S H MADERA POLICE DEPARTMENT  
P 330 SOUTH C STREET  
T MADERA, CA 93638-3727  
O

Vendor Phone Number	Vendor Fax Number	Requisition Number	Delivery Reference			
Date Ordered	Vendor Number	Date Required	Freight Method/Terms	Department/Location		
05/10/2019	177			PD ADMINISTRATION		
Item#	The Above Purchase Order Number Must Appear On All Correspondence - Packing Sheets And Bills Of Lading		QTY	UOM	Unit Price	Extended Price
1	MODIFIED: Camera System	GSA Contract #47QSWA18D003K	1.0	EACH	\$41,212.12	\$41,212.12



# GSA Contract Awards-Sample PO's



Contract 47OSWATE

PURCHASING DEPARTMENT  
PHONE (209) 574-1613  
FAX (209) 574-1567

**PURCHASE ORDER**  
**MODESTO CITY SCHOOLS**  
426 LOCUST STREET, MODESTO, CA 95351-2631

**PURCHASE ORDER NO:** 193616

**SHIP PREPAID TO:** CENTRAL WAREHOUSE

RECEIVING HOURS:

7:00-2:00 PT MONDAY-FRIDAY

1424 WOODLAND AVE  
MODESTO CA 95351-1193

H.O.B. POINT IS DESTINATION UNLESS OTHERWISE NOTED  
TERMS: NET 30 DAYS UNLESS NOTED

ORDER DATE	REQUESTED BY	M&O/ORTH	Description	Unit Price	Total Price
05/23/2019					
1	1 LY		PARTS AND INSTALLATION FOR SECURITY CAMERA SYSTEM AT MARK TWAIN MIDDLE SCHOOL	514,117.93	514,117.93

QUOTED BY: BRIAN VAN NORMAN

QUOTE DATE: APRIL 20, 2019

CONTRACT: GSA 47QSWA18D003K

BOARD APPROVED MAY 13, 2019

Sub Total

514,117.93



GSA Contract Awards-Sample PO's

Sacramento City Unified

## School District

Purchasing

3/33 47th Avenue

Sacramento, CA 95824

(816) 643-3460 | A.X. | (816) 389-2022

**ORDERED FROM:**

**ICU TECHNOLOGIES**  
13620 LINCOLN WAY STE 230  
AUBURN, CA 95603

## **IMPORTANT INSTRUCTIONS TO VENDOR**

1. Itemized INVOICES in Duplicate.
  2. Enclose PACKING LIST with ALL shipments.
  3. No deviation in PRICE or SUBSTITUTION in kind permitted.
  4. All deliveries F.O.B. Destination unless otherwise specified. If freight is to be charged, prepay, and add to invoice.
  5. THE LAW REQUIRES MATERIAL SAFETY DATA SHEETS FOR PRODUCTS ON THIS ORDER. PLEASE ENCLOSE WITH INVOICE.
  6. Purchase order number must appear on packing slip.

**PURCHASE ORDER**  
NO. P20-02260  
DATE 02/19/2020



Contract 4702SMIA16



## ICU Past Performance



CU

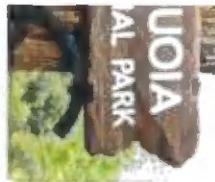
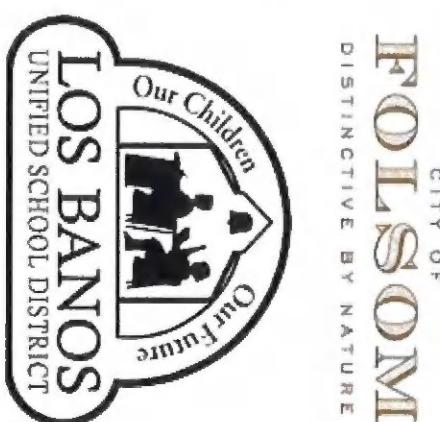
TECHNOLOGIES

SECURITY SOLUTIONS

# Public Safety Security Customers

GSA

Contract 47QSMWA13



INTEGRITY BASED, CUSTOMER FOCUSED, RESULTS DRIVEN

Roseville Joint Union High School District  
Excellence in Education

CSI



COSUMNE



## ICU Blogs/Articles/Press Releases



### GSA Cooperative Purchasing & Eligibility-

<https://www.gsa.gov/buying-selling/purchasing-programs/gsa-schedules/schedule-buyers/state-and-local-governments/cooperative-purchasing>

### GSA Cooperative Purchasing Security-Fire & Law Enforcement-

<https://www.gsa.gov/buying-selling/purchasing-programs/gsa-schedules/gsa-schedule-offerings/list-of-legacy-schedules/schedule-84security-fire-law-enforcement>

**ICU Home-** <https://www.icu-techinc.com/>

**ICU Solutions-** <https://www.icu-techinc.com/solutions/>

**ICU About-** <https://www.icu-techinc.com/about/>

**ICU Blog-** <https://blog.icu-techinc.com/>

**ICU LinkedIn-** <https://www.linkedin.com/company/icu-technologies-inc/>



PUBLIC SAFETY SECURITY SOLUTIONS.

Thank you

[www.icu-techinc.com](http://www.icu-techinc.com)